

Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----092026 281624Z /45

P R 281605Z APR 78
FM AMEMBASSY LONDON
TO USDOC WASHDC PRIORITY
INFO SECSTATE WASHDC 5630
AMEMBASSY PARIS
AMEMBASSY BONN
AMEMBASSY ROME
AMEMBASSY THE HAGUE

UNCLAS SECTION 01 OF 02 LONDON 06772

E.O. 11652: N/A
TAGS: BBSR, XT
SUBJECT: OPERATIONS MARKET RESEARCH: AVIONICS, AVIATION
& GROUND SUPPORT EQUIPMENT - FRANCE, GERMANY, ITALY &
NETHERLANDS

REF: USDOC 7780; USDOC 23138

1. CONTRACTOR VERY CONCERNED AT CRITICISMS CONTAINED IN
REFTEL. COMMENTS ON POINTS RAISED ARE AS FOLLOWS:
A) NETHERLANDS MARKET SIZE ESTIMATES ARE ON PAGE 8 OF
REPORT. CONTRACTOR REQUESTS IDENTIFICATION OF ANY OTHER
ESTIMATES REQUIRED.
B) CONTRACTOR CANNOT IDENTIFY WHERE MARKET SIZE ESTIM-
ATES FOR AIRPORT, TERMINAL AND GROUND SUPPORT EQUIPMENT
OR ENGINES AND AIRCRAFT COMPONENTS ARE CALLED FOR.
OTHER ESTIMATES AS CALLED FOR ARE IN SUBJECT REPORTS.
CONTRACTOR REQUESTS ADVICE ON USDOC INTERPRETATION, WITH
SPECIFICATION REFERENCES; IT FEELS IT CANNOT HAVE MIS-
INTERPRETED SPECS AFTER HAVING USED THEM ON SIXTEEN
PREVIOUS OCCASIONS.
C) TABLES 2 & 3. REFER TO PARA 3.22.01 OF SPEC; CON-
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TRACTOR'S INTERPRETATION IS THAT THESE TABLES ARE
ADDITIONAL, TO BE INCLUDED ONLY IF SUBJECT COUNTRIES'
STATISTICS ARE IN SUFFICIENTLY DETAILED FORM TO SEPARATE
OUT AVIATION ELEMENTS RELIABLY. TO CONTRACTOR'S KNOW-
LEDGE AND DILIGENT RESEARCH, THEY ARE NOT AVAILABLE IN
SUBJECT COUNTRIES, WITH EXCEPTION OF ONE OR TWO ITEMS
WHICH IT HAS, NEVERTHELESS, INCLUDED IN TABLES IN RE-

PORTS TO EXTENT THAT THEY ARE AVAILABLE WITH ANNOTATED
CAVEATS IN EACH TABLE. CONTRACTOR SATISFIED IN CASE OF
NETHERLANDS AND GERMAN REPORTS THAT IT HAS INCLUDED WHAT
IS RELEVANT AND AVAILABLE. MICHAEL LUMB OF ALAN STRAT-
FORD & ASSOCIATES DISCUSSED THIS WITH HERR MOND IN BONN
AND CARRIED OUT FURTHER RESEARCHES AFTER THAT DISCUSS-
ION, BUT WAS UNABLE TO IDENTIFY FURTHER SOURCES. IT IS
JUST POSSIBLE THAT THERE ARE SUCH OMISSIONS OR FURTHER
SOURCES, BUT CONTRACTOR DOUBTS IT AND WOULD HAVE TO HAVE
THEM IDENTIFIED TO BE CONVINCED. MORE IMPORTANTLY, THE
SPIRIT OF THE REQUIREMENTS OF THE SPECS ARE SUPPOSED TO
BE COVERED IN TEXT OF EACH REPORT.

D) CONTRACTOR NOTES DIFFERENCE BETWEEN FRENCH AND GERMAN
GROUND AVIONICS ESTIMATES AND IS WORKING ON TRYING TO
IDENTIFY REASON: IT MAY BE THAT SOME ELEMENTS OF EQUIP-
MENT WERE INCLUDED IN ONE MARKET, AND NOT IN THE OTHER,
BUT CONTRACTOR WILL INFORM US ASAP.

2. CONTRACTOR IS CONCERNED WITH USDOC'S COMMENTS AND
WISHES SATISFACTION ON ALL ASPECTS WITHIN CONTRACTUAL
ARRANGEMENTS. FOLLOWING IS QUOTE FROM CONTRACTOR'S
MESSAGE: QUOTE - WE HAVE REPEATEDLY EXPRESSED OUR RESER-
VATIONS ABOUT THE SPECIFICATION TO AMEMBASSY THROUGHOUT
THE WHOLE OF OUR PERIOD OF EMPLOYMENT SINCE 1974. WE
ARE SPECIALIST AVIATION CONSULTANTS, AND LIKE TO THINK
THAT WE ARE PROFESSIONAL IN OUR APPROACH. OTHER BODIES,
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INFO OCT-01 ISO-00 EB-08 /021 W
-----091973 281625Z /45

P R 281605Z APR 78
FM AMEMBASSY LONDON
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AMEMBASSY THE HAGUE

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WITH A LESS DETAILED APPRECIATION OF THE MARKET THAN WE CLAIM, CAN BE EASILY MISLED REGARDING ACCURACY AND RELEVANCE OF PUBLICALLY-AVAILABLE STATISTICAL DATA. THIS IS BORNE OUT BY THE CONTENTS OF SEVERAL REPORTS WHICH WE HAVE BEEN GIVEN AT VARIOUS TIMES TO USE AS BACKGROUND OR TO UP-DATE AND ALSO IN OUR DISCUSSIONS WITH PERSONNEL IN AMEMBASSIES. WE HAVE NEVERTHELESS ALWAYS TRIED TO A) MEET SPEC WITH A PRECISION THAT OFTEN HAMPERS A TRUE UNDERSTANDING OF THE MARKET; B) CORRECT THIS DEFICIENCY BY EXCEEDING THE SPIRIT OF THE REQUIREMENTS OF THE SPEC IN SOME TEXT OF THE REPORT - WITNESS THE LENGTH OF SOME OF THE REPORTS AND THE DETAILED INFORMATION CONTAINED IN THE TEXT OVER AND ABOVE SPEC REQUIREMENTS. UNQUOTE

3. CONTRACTOR AWAITS USDOC'S REACTION TO ABOVE COMMENTS AND HOPES IT IS A STEP TOWARDS RESTORING ITS STANDING WITH USDOC AND AMEMBASSIES.

4. POST HAS NOT HAD OPPORTUNITY, DUE APRIL 28 DEADLINE, UNCLASSIFIED

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TO STUDY ABOVE REMARKS IN TERMS OF LENGTHY SPECS AND USDOC 23138, AND WILL HAVE TO RESERVE COMMENTS UNTIL SUCH EXAMINATION POSSIBLE.
BREWSTER

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Message Attributes

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Draft Date: 28 apr 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978LONDON06772
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Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780182-0476
Format: TEL
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ISecure: 1
Legacy Key: link1978/newtext/t1978045/aaaaadzz.tel
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Litigation History:
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Previous Handling Restrictions: n/a
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Review Media Identifier:
Review Release Date: N/A
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Review Withdrawn Fields: n/a
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TAGS: BBSR, XT
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